

# THE BELLOWS

21st GREAT YEAR

May 18, 2000

Puget Sound Photographic Collector's Society, Inc.

Vol. XXI, No. 8

## WHAT

NEXT REGULAR MEETING OF PSPCS

## WHERE

DES MOINES MASONIC TEMPLE 2208 S. 223rd St. (Take Midway exit #149 west off I-5..go to first stop light west of Pacific Hwy S...turn right.)

## WHEN

Thursday, May 18th..7:30 till 10:00 p.m. (Doors open about 6:30 p.m.)

## WHY

Short business meeting..auction (one item per member please)..door prize..Show & Tell..member trade and sell tables (free to members, please cover table during business meeting).  
Program: Reports and discussion about our 20th annual Sale, Swap & Show.

### P.S.P.C.S. 20TH SHOW IS HISTORY:

Once again P.S.P.C.S. has put on one of the best camera Sale, Swap & Shows in the United States. With over 130 sellers at 250 tables the public was presented with a wide range of user and collectible cameras and related equipment; along with images and printed material. There were a good number of early-in buyers this year but, for whatever reasons, there were a few less "10 a.m. buyers" this year. Interestingly, the great majority entered the hall within the first hour and one half and seemed to continue shopping for quite a long time. As always, some sellers did have more sales than others but the overall feeling seemed to be that this was another good Show. There did seem to be a bit fewer items brought in by the public this year and the rain showers may have helped to hold down the number of buyers...along with it being Easter weekend. Next year the Club plans to return to the 4th, and last, Saturday of April for our 21st Show, Swap & Sale.

The Show Committee again did a first rate job under the chairmanship of Gary Sivertsen. They, along with the club volunteers and others, put in many hours of work to insure the Shows success. Give them a big thanks when you see them. The Friday evening hospitality room was well attended again this year. Next year more room, chairs and food should make for an even better after set-up gathering. There were 12 very nice displays by members this year. There will be a detailed review of the displays in the June Newsletter.

Please share any thoughts or suggestions you have about the Show at our May meeting..or send them to me, Bill Kimber, at 1413 Weathervane Drive..Tacoma, WA 98466.

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### This Month's Mystery Question

Answers at end of Newsletter.

With thanks to the Arizona Photographic Collectors:

What company made the Boy and Kid 9.5 movie projectors?

## BACKSIDE INFORMATION

Meeting came to order at 7:36 p.m. 42 members and 2 guests present. Minutes of March meeting were approved as read. Treasurer reported Show money had been coming in and bills had been paid.

### UNFINISHED BUSINESS:

**Dues.** Thirty members are delinquent and have been dropped from the roster. Members reported that the March Portland Show was less well attended by sellers and there were fewer buyers. Some members felt the buyers were spending well; others felt they were not spending as well as in past years.

**Show Committee report:** Gary said that if you are not satisfied with your table location be sure to be more specific when you order next year. 255 tables were sold which let most of the waiting list sellers have a table. The Seattle Photographic Society will have a free display table for the first time this year. Darrel has made new bigger 20th anniversary buttons..table holders get a blue one, committee members get a green one and helpers get a yellow one. It was suggested that a list of door helpers be posted at the door so no one will have trouble getting in for their hour of volunteer duty. Ads are placed and there will be some on the internet. There will be 12 display tables. Dick Boress said there will be a nice 20th anniversary sheet cake at the Friday evening hospitality suite. Gates open at 5:30 p.m. Friday night, hall doors open at 6 p.m.

### NEW BUSINESS:

Bill Kimber asked if the Club wanted to bid on a eBay Kodak coffee pot. A motion passed to spend up to \$100.00 plus shipping for the pot. [ The coffee pot was obtained for \$79.00. Ed.] Members reported that the Vancouver B.C. show, held on April 9th, was a pretty good show with 150 tables and lots of buyers. It seemed to be easier to get across the border this time. Don Temple even sold a camera to a Customs Inspector.

### SHOW & TELL: AUCTION: DOOR PRIZE:

Five members brought interesting items for Show & tell. Seven items were put up for auction..1 did not sell, 6 sold for a total of \$90.00. Ron Gulsvig won a Kodak Avantix camera.

Dave Studebaker then announced that he wants the membership to be thinking of nominations for Club President. [ Dave has been fighting cancer as hard as he could for the past four years. Ed.]

Meeting adjourned at 8:45 p.m. for selling and nummie munching.

### Need A New Light In Your Life?

We have previously published addresses of companies that stock hard-to-find projection lamps and other bulbs. Only recently have we had occasion to use one. **Bulbs Direct, Inc.**, 1 Fishers Road, Pittsford, NY 14534-9511, 800-772-5267, proved to be reliable, fast and while not cheap, no more expensive than others. Delivery was early next day. Their catalog is free. Another, whose catalog looks suspiciously similar, is Grey Supply Co., 5204 Indianapolis Blvd. East Chicago, Ill 46312-3838. We don't know if there is a connection.



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**THE BELLOWS** Newsletter is published 9 times per year by Puget Sound Photographic Collector's Society, Inc. Information for **The Bellows** should be sent to: Bill Kimber 1413 Weathervane Dr., Tacoma, WA 98466-5712 (253) 564-4046

The P.S.P.C.S. internet address is: <http://www.geocities.com/eureka/park/3740/>

Dues are \$10.00 per year and should be sent to Secretary/Treasurer Shirley Sparrow, 300 Pease Road, Cle Elum, WA 98922 (509) 674-1916. P.S.P.C.S. members receive first notification of our last Saturday in April yearly show.

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PRESIDENT: DAVE STUDEBAKER, (253) 582-4878

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From The Bellows e-mail (billkimber@webtv.net) comes Bob Peters with some "Tidbits" From, The Kodak Century 1900 - 1999..Kodak Annual Report 1999.

### DID YOU KNOW?

That when Kodak gave away a free commemorative box camera to children who turned twelve in 1930, to celebrate the companies 50th anniversary, more than 500,000 cameras, each with a roll of film, were given away in just THREE days.

That during 1900 - 1999 the Eastman Kodak Company was awarded, on average, one new patent for EVERY DAY of EVERY business week in the Century.

That in the decade following WWII there was a twenty fold increase in the number of amateur snapshots taken per year...climbing to just over two BILLION yearly.

### COLUMBIA GORGE CAMERA CLUB TO TRY FIFTH SHOW:

The Gresham Club will be holding their fifth Camera Swap Meet on Saturday, June 17th at the Gresham Grange located at 875 NE Division St. in Gresham, Oregon..just to the east of Portland off I-84. Table prices are: one table, \$35.00..two tables, \$65.00 and all additional tables \$20.00 each. Hours are from 9 am to 4 pm Early birds get in at 7:30 am for \$10.00. Regular cost is \$4.00. For all their information and table order form call Krystal White (503) 239-8912.

The following is from The Photographic Historical Society Newsletter

### **And in India...There are Challenges and Opportunities...**

Kodak has operated in India since 1913. There, the market for snapshot cameras and film is expected to grow long after it has peaked in the US, according to Ravi Khanna, Kodak's general manager for Africa, southeast Europe and southwest and southern Asia. With fewer than 10 million snapshot cameras now in use in India-the growth potential is obvious. Since 1991, the tariff on Kodak film has been lowered from 210% to 52%. But it is still one of the highest in the world. In addition, businesses pay tariffs, income taxes, state sales taxes, exercise taxes and a special tax on bringing goods into different parts of the country. "While regulations have been relaxed, no government employees have retired," Khanna said. "They have to justify their existence, usually by enforcing trivial rules. Too many people are involved in any decision, salaries are low and businesses do not care how many office workers they hire. It is an example of how low labor costs can actually decrease productivity."

**Ed Note:** A Kodak salesman once explained the process for buying a roll of film at one of India's largest photo dealers. The store displays only a single roll of film of each type they carry. The customer tells a clerk that he wants to buy a roll. The clerk writes the order on a piece of paper and take that to a cashier. The cashier takes the customer's money and gives the order paper to another clerk who goes in the back and gets the film. He may give the film to the customer himself or more likely, give it to another clerk who then hands it to the customer. Should it be the wrong film the process starts over only in reverse.



**WANTED:** Non-member Sam Holmes from Anacortes, WA..(360) 293-6558 is looking for a negative carrier Saunders LPL Nikkor 6X7 size 6X4.5. If any of that makes any sense to you, and you have one to sell, give him a call.

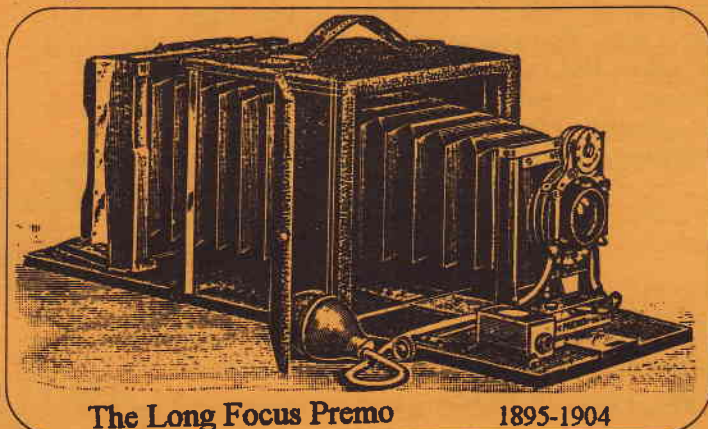


## The Antique Road Show is the most popular program on PBS. More people are buying antiques-and photographica-at shows. Tips on Doing it Right...

Whether you are at Kutztown, PA, Atlantic City, NJ, or a local "antique" or camera show, the following ten tips from "experts" (who apparently learned from experience) can help you buy with an above average level of confidence that you are getting your money's worth.

- (1) **Talk the Talk.** Dealers know a neophyte when they hear one. Some good phrases are: "Is this on reserve?". "What's your dealer's price?" and "Is this as good as it looks?" Carrying a price book around with you doesn't hurt either. Real dealers also usually ask the price first and then ask to see the item.
- (2) **Know about how much money a dealer has to make at a show to make a profit.** Ask about booth costs. The answer helps you know how important a sale is to the seller.
- (3) **Know the hot trends and don't buy for investment.** Trendy items usually mean higher prices. Unless you are a pro, the cost of making a quick profit on an item, especially a trendy one, may be more than it is worth. If you buy, then sell at auction, fees, shipping, insurance, and other expenses can eat up profit.
- (4) **Look for red dots.** Many of the better shows' dealers put red dots on items that have been sold but not taken home. Savvy collectors consider the number of red dots a measure of how well the show is doing- and what's selling. The more red dots, the more popular the dealer. He's probably competitive and pricing things right.
- (5) **Broken doesn't mean bad.** Just don't buy anything costly to fix. But sometimes it doesn't matter if an item is usable or not. Age or ownership alone may be paramount.
- (6) **Watch out for fakery.** Perfect condition may not be what it appears. Look for normal wear spots. Remember: Phillips and Torx screws are recent fasteners. Ask a lot of questions. If a seller is trying to overcharge you they will get very vague and indirect, very quickly. The more informative the seller wants to be, the more likely the item is legitimate.
- (7) **Haggle, but haggle graciously.** Once you decide to buy, ask "Can you do better on the price?" Print and book dealers usually give 10% off. Most antique dealers negotiate.
- (8) **Pay cash and bring only as much as you are willing to spend.** Cash garners better terms from dealers and you are less likely to overspend.
- (9) **Go early or arrive late.** The most interesting, desirable, and reasonably priced things sell in the first few hours. Often volunteering to help a dealer set-up a show can get you in early. It can also help you learn how the professionals operate.
- (10) **Be sure you can get it home.** That bargain 8"x10" enlarger may not fit in your trunk.

-Based on an article in the Wall Street Journal, April 6, 1999



The Long Focus Premo

1895-1904

**Answer:** *Pathé of France, a major motion picture company in Europe made movie cameras and projectors. Both the Baby and Kid projectors (1922-1930) were hand-cranked with Pathé's famous rooster logo attached to the case.*

